

MTBiz

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Banking on Four Wheels - A New Business Model



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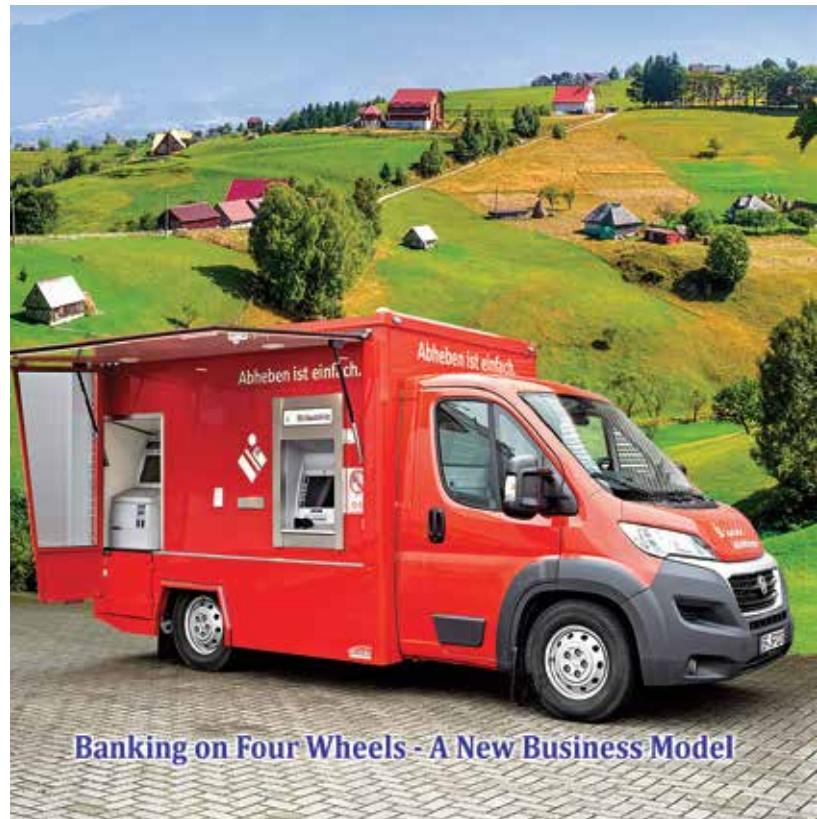
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Contents

Article of the month	02
National News	
The Central Bank	05
Business & Economy	07
MTB News & Events	12
Industry Appointments	16
Dashboard	17
International News	
Economic Forecast	20
Wells Fargo Monthly Outlook	23
Financial Glossary	24



Banking on Four Wheels - A New Business Model

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WE SUPPORT

Banking on Four Wheels - A New Business Model



The neatly dressed savings bank executive jumps behind the wheel four days a week to bring mobile services including cash machine and consultation room to tiny countryside villages. The switch from desk to dashboard has enabled Bank manager "to do something else while staying in touch with the customers".

High-street banks are increasingly being forced to shutter branches, as more and more customers go online, rural populations shrink and low interest rates eat into profits. As a result, banks are having to rethink their business models.





Who comes to bank here

The European average is 37 per 100,000, with Spaniards the most spoiled for choice with 67.

A sales director for the Kronach-Kulmbach Sparkasse, said it was primarily local businesses and older people who had not embraced online banking who were taking advantage of the mobile branch, which first set off on its rounds in 2015.

Not making money

Haberzettl estimated that around 20 people visited the bank at each stop, equivalent to 12,000 customer contacts a year -- a tiny number compared with some 8,800 online banking logins per day.



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Keeping the sector relevant

Banking sector experts predict that the Europe-wide trend towards fewer bank branches will continue apace.

"The speed at which it will happen is hard to predict, and will depend above all on how the banks manage to keep branches relevant as a channel for their customers," said Thomas Schnarr of consultancy Oliver Wyman.



Human relationships remain fundamental

Nevertheless, "human relationships remain fundamental. Especially complicated questions require personalised advice for retail clients and businesses", his colleague Alexander Peitsch said.

For his part, Juergen Schaller said he is not qualified to provide such specialist counselling to his clients, many of whom know him by name.

Instead, he passes on individual requests for loans or investments to a colleague sitting in one of the Sparkasse's brick-and-mortar branches.

Bangladesh Van Banking



Mobile ATM booth DBBL's innovation and standard of customer service reached new heights by setting another milestone in the history of the banking sector by adding two units of Mobile ATM booths to its existing ATM network. DBBL is the first bank in Bangladesh to provide such unique services and convenience to customers. The Mobile ATM booth is designed in a custom-made truck and is available anytime, anywhere and allows customers to deposit cash/cheque, withdraw cash, inquire account balance, print mini statement, pay utility bills and to access all these services offered by a standard ATM. Now DBBL mobile ATM booths are very popular at EPZs, industries and different trade fairs and exhibitions.

NATIONAL NEWS

BB strengthens forex support for banks



The Bangladesh Bank (BB) has strengthened its foreign currency support to the commercial banks to settle their import payment obligations,

particularly for fuel oils. The central bank may continue to provide such foreign currency support to the banks in line with the market requirement. BB has resumed giving the support in recent months through selling the US currency to the banks directly to keep the market stable. A total of USD 1.63 billion was sold to the commercial banks since July 01 of this fiscal year, 2017-18, as a part of its ongoing support, according to BB's latest data. The market operators, meanwhile, said the demand for the US dollar is increasing gradually, mainly due to higher import payment pressure, particularly of capital machinery, petroleum products, consumer items and food grains.

Remittance rises 16pc in Jul-Feb

Remittance inflow rose by 16.56 per cent in seven months of the current fiscal year 2017-2018 compared with that in the same period of last year as non-resident Bangladeshis increased sending money through the formal channel in recent months because of rise in the value of the dollar against the BDT. The total inflow of remittance in July-February stood at USD 9.46 billion in FY18 against USD 8.12 billion the country received during the same period of last fiscal year, according to Bangladesh Bank data. In February, remittance inflow increased by 22.13 per cent to USD 1,149 million against USD 940.75 million during the same month of last year. Six state-owned commercial banks — Agrani, Janata, Rupali, Sonali, BASIC and BDBL— received USD 284.85 million while one state-owned specialised bank, Bangladesh Krishi Bank, received USD 10.96 million. Of the state-owned banks, Agrani Bank received USD 115.51 million, Janata Bank USD 67.91 million, Rupali Bank USD 13.47 million, Sonali Bank USD 87.83 million and BASIC Bank USD 0.13 million. Besides, the expatriates have sent USD 12.60 million through foreign commercial banks. Among the private commercial banks, Islami Bank Bangladesh received the highest amount of USD 229.95 million as Dutch-Bangla Bank received USD 59.56 million.

NRBs can buy wage earner bond thru their or beneficiaries' BDT accounts

Bangladesh Bank recently said expatriate Bangladeshis would be able to purchase wage-earner development bond by BDT fund credited in their non-resident BDT account in the country or in resident BDT accounts of their beneficiaries. Foreign exchange policy department of the central bank clarified the issue through a circular following confusion regarding methods of payment and utilisation of fund held in BDT accounts fed by inward wage remittances for purchase of WEDB. BDT fund credited in non-resident BDT account of Bangladesh nationals residing abroad or in resident BDT accounts of their beneficiaries against inward remittances through normal banking channel or authorised exchange house channel is eligible to purchase WEDB, the circular said. It also asked all authorised dealers in the country to take steps in line with the circular. The circular was issued in line with the paragraph 12 of the Wage-Earner Development Bond Rules, 1981, which describes different methods of payment for the purchase of a bond.

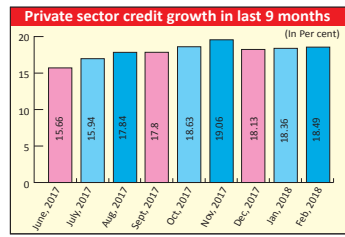
BDT 342cr deposited in schoolchildren's accounts in 2017



The total deposits in the bank accounts owned by schoolchildren in the country increased by 33.52 per cent or

BDT 342 crore to BDT 1,363 crore as of December 31, 2017 from that of BDT 1,021 crore as of December 31, 2016. The number of school banking accounts also rose by 15.59 per cent to 14.53 lakh at the end of December 31, 2017 compared with that of 1.96 lakh a year ago, Bangladesh Bank (BB) data showed. The balance in the schoolchildren's accounts increased by BDT 262 crore in the last quarter of 2017 against an increase of BDT 80 crore in the first three quarters of the year. Deposits in the school banking accounts increased significantly in the last quarter of the year as banks offered higher interest rates on deposits during the period amid their drives to collect deposits. The BB on November 02, 2010 asked banks to launch the deposit product for students to infuse them with the urge to save up. Fifty-six of the country's 57 scheduled banks are now implementing the programme.

Pvt sector credit growth jumps in Feb



The new monetary policy is failing to contain the private sector credit growth with the rate rising to 18.49 per cent in February although

the bank owners have already bagged a number of facilities pleading liquidity crisis. The private sector credit growth was 18.36 per cent in January whereas Bangladesh Bank in the monetary policy for January-June of financial year 2017-2018 set a target of 16.8 per cent for the period. The average private sector credit growth fell to 15.66 per cent in financial year 2016-2017 from 16.78 a year ago as the banks were grappling with excess liquidity. Bangladesh Association of Banks chairman Md Nazrul Islam Mazumder informed that the BDT 10,000 crore would be released in favor of banks due to the CRR relaxation. The latest BB directive allowed banks another six months till December 31, 2018 to bring down ADR within the BB set limit. The BB data also showed that the domestic credit increased to BDT 9,55,852.9 crore including BDT 8,62,224.8 crore in the private sector.

BB eases forex rules for shipping lines



The central bank has relaxed foreign exchange regulations allowing the shipping lines to issue bills of lading to the name of importers after receiving advance payment instead the name of banks earlier.

Under the relaxations, authorised dealers (ADs) in foreign exchange banks will issue a certificate to the exporter in the prescribed form to be produced to the carrier company, enabling them to draw the shipping documents accordingly. The central bank issued a circular in this connection and asked the all ADs banks to follow the latest regulations properly. The BB in its circular said: "It has now been decided that ADs may allow carrier companies to draw railway receipts, bills of lading, airway bills and other documents of title to cargo to the order of importer or other designated parties as per stipulations of export letter of credit/valid sales contract only if the shipment is made against full payment received in advance through normal banking channel." The central bank had earlier allowed shipping lines, air lines and multimodal transport operators to open and maintain foreign currencies accounts with the banks to facilitate foreign trade.

WE MOURN: THE PASSING AWAY OF MR. MOHAMMAD SHAFI



(1956-2018)

We mourn, with great sadness, the passing away of Mr. Mohammad Shafi, Managing Director, Sheema Group, one of the most valued clients of Mutual Trust Bank Limited on March 15, 2018.

Mohamamd Shafi was born on May 02, 1956 in a respectable and established business family in Chattogram. He established S trading Corporation in 1992 and Sheema Automatic Re-Rolling Mills Limited (SARM) in 2001.

Mr. Shafi was a founding member as well as a Vice Chairman at the current committee, Bangladesh Ship Breakers' Association. He was also a member of Gawsia Committee Bangladesh. He left three sons and one daughter along with innumerable of well-wishers.



NATIONAL NEWS

BD attained all criteria for LDC graduation

THREE CRITERIA FOR ELIGIBILITY			
	Gross National Income	Human Assets Index	Economic Vulnerability Index
Required	\$1,230 or above	66 or above	32 or below
Bangladesh score	\$1,272	72.8	25

Bangladesh entered the graduation process of earning the official title of "developing country" from a

"least developed country (LDC)" country. The UN Committee for Development Policy (CPD) handed over a letter to Bangladesh's Permanent Ambassador to the UN, Masud Bin Momen, announcing Bangladesh's eligibility for graduation to the developing country status in New York. Information posted on the UN website said Bangladesh, which has been on the UN Least Developed Countries (LDC) list since 1975, met the requirements to enter the graduation process of being a developing country in March, 2018. The final graduation and the eventual earning of the title of "developing country" depend on meeting eligibility criteria scores in Gross National Income (GNI) per capita, the Human Assets Index (HAI) and the Economic Vulnerability (EVI) Index and other country-specific information. The scores required for graduation from the LDC category are, a per capita GNI of USD 1,230 or above, an HAI of 66 or above and an EVI of 32 or below. Bangladesh's current GNI per capita is USD 1,724, HAI is 72 and EVI 25.2.

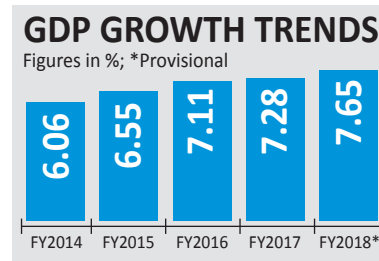
ACI Limited has 67.50 per cent stake in the ACI Motors



ACI Limited, which operates through 14 subsidiaries and three joint ventures, was listed on the Dhaka Stock Exchange (DSE) in 1976.

The pharmaceuticals & chemicals sector company belongs to the "A" category. Each share of the ACI Limited closed at BDT 396.30 at the Dhaka bourse on Sunday, registering an increase of 1.33 per cent over the previous session. The company disbursed 115 per cent cash and 10 per cent stock dividend for the year ended on June 30, 2017. The company's paid-up capital is BDT 482.02 million and authorised one is BDT 500 million. Its total number of securities is 48.20 million. The sponsor-directors own 44.30 per cent stake in the company, while institutional investors 28.79 per cent and the general public 26.91 per cent as on February 28, 2018, the DSE record shows.

Economy marches towards record 7.65pc growth



The Bangladesh economy is charging towards record growth figure for the second consecutive year, driven by

double-digit growth in manufacturing and construction sectors. GDP growth in fiscal 2017-18 is likely to be 7.65 percent, up from 7.28 percent a year earlier, as per the estimate of the Bangladesh Bureau of Statistics. This is the third consecutive year that the economic growth was above 7 percent after years of languishing in the neighbourhood of 6 percent. The provisional estimates show that the manufacturing sector grew 13.18 percent this fiscal year and the construction sector 10.11 percent. The provisional figures are based on data from the past 6 to 9 months. In dollar term, the GDP size is USD 274.5 billion this fiscal year, which was USD 249 billion last year. The country's per capita income is USD 1,752, which was USD 1,610 in fiscal 2016-17. The BBS data shows that the agriculture sector, whose contribution to the GDP is 14.10 percent, grew 3.06 percent in fiscal 2017-18, up from 2.97 percent last year.

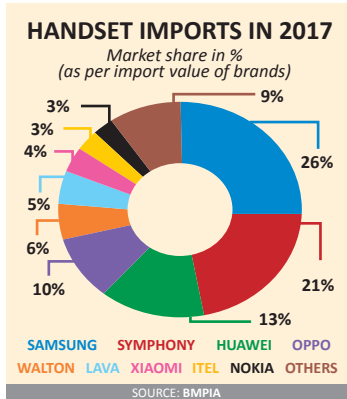
Furniture export sees 32pc growth in July-Feb



Furniture export maintained a steady growth in the first eight months of the current fiscal (FY2017-18) as the country exported

furniture products worth USD 3.76 crore, up by 32 per cent from the same period of the previous fiscal (FY17). Furniture items worth USD 2.85 crore were exported in July-February period of FY17. Furniture products are becoming popular in different parts of the world, particularly in middle-income countries, because of innovative design, quality wood and technical skills, said president of Bangladesh Furniture Exporters' Association (BFEA) KM Akhtaruzzaman. He said the furniture industry has been able to consolidate its position in domestic market over the last ten years. The manufacturers are now producing quality products with innovative designs, he added.

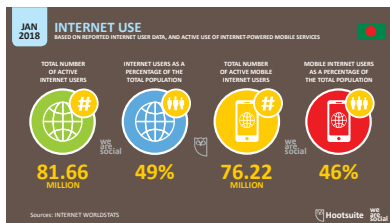
Handset import rises 10pc despite duty hike



Handset imports rose 9.6 percent to 3.4 crore units last year despite a spike of 5 percentage points in import duty. Given the advent of 4G services and greater use of digital services, the industry was

expecting that more than one crore units of smartphones would be imported in 2017. With the view to promoting local manufacturing, the government in June last year raised the import duty for handsets to 31 percent. In 2017, mobile phone importers contributed about BDT 1,500 crore to the national exchequer by way of different kinds of taxes, according to the BMPIA, which has 70 members, 20 of whom are importers. The value of the imported devices BDT 9,500 crore also marked an 18.75 percent year-on-year increase. South Korean mobile giant Samsung accounted for 26 percent of the import value in 2017 and 14 percent in terms of volume. Industry insiders hope to see a 30 percent rise in smartphone usage in 2018.

Internet users jump by 29.0pc



Some 49 per cent of country's total population are now under the network of internet on the back of the

growing use of digital platforms in the country. The disclosure came in a new Global Digital Report prepared by 'We Are Social and Hootsuite', a social media management platform. The number of internet users in Bangladesh jumped 29.0 per cent within a year, according to the report. It showed that the total number of internet users stood at 81.66 million by the end of 2017. More than 90 per cent of the Bangladeshi internet users are using internet through mobile phone devices. The report mentioned that the number of internet users through the mobile phone devices stood at 76.22 million. It also showed that the total number of mobile phone connections stood at 137.2 million by the end of the past year. As a result, some 83 per cent of Bangladeshi people now own mobile phones.

LG, Butterfly to make LED TV locally

AT A GLANCE

- LG's local partner Butterfly has shelled out \$100 m to set up a plant on 50 acres of land in Bhaluka
- Butterfly has been manufacturing LED TVs at the plant on a trial basis for the last three years
- At present, Butterfly sells 100,000 units of LG-Branded LED TVs a year
- The company targets to sell 300,000 units annually in three years
- LG and Butterfly sold electronics worth Tk 1,200 cr in Bangladesh in 2016-17
- The demand for TVs in Bangladesh is 10 lakh units a year

South Korean electronics giant LG Electronics is set to manufacture LED televisions, refrigerators and air conditioners in Bangladesh, following in the lead of its compatriot Samsung. LG's local partner Butterfly has shelled out

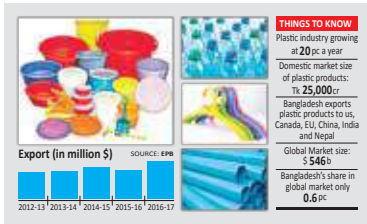
USD 100 million to set up a plant on 50 acres of land in Bhaluka. Since June last year, Samsung has been manufacturing four home appliance products in the two factories it set up with Transcom Group and Fair Electronics in the capital's Mohakhali area and Narsingdi respectively. LG will extend technical support to Butterfly for manufacturing TVs locally. Butterfly has already been manufacturing LED TVs at the plant on a trial basis for the last three years. At present, Butterfly sells 100,000 units of LG-branded LED TVs a year. The company is targeting sales of 300,000 units in three years' time. The demand for TVs in Bangladesh is 10 lakh units a year. For instance, LG and Butterfly sold electronics worth BDT 750 crore in fiscal 2014-15, which went up to BDT 900 crore in fiscal 2015-16 and BDT 1,200 crore in fiscal 2016-17.

UK to continue tariff-free market access for BD goods

The United Kingdom has reiterated its pledge to continue tariff-free access for Bangladeshi goods to its market after leaving the European Union. The both sides agreed that trade was an important tool in tackling poverty, and that increasing bilateral trade could bring significant benefits to both countries. The both sides affirmed their strong commitment to the implementation of the "2030 Agenda for Sustainable Development" including Sustainable Development Goals. The UK and Bangladesh reiterated the importance of coordinated global action on climate change and reaffirmed their strong support for early and effective implementation of the Paris Agreement of 2015. The UK and Bangladesh reaffirmed their support for the Commonwealth and looked forward to the Commonwealth Heads of Government Meeting to be held in London in April 2018. The both sides agreed to arrange appropriate celebrations in London and Dhaka in 2022 to mark the 50th anniversary of the establishment of diplomatic relations between the UK and Bangladesh.

NATIONAL NEWS

Plastic industry shows promise as demand rises



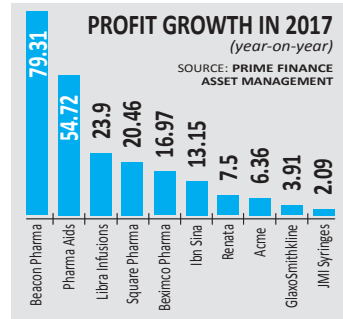
The plastic industry has been growing at about 20 percent a year on the back of spiraling demand from domestic and

export markets. In fiscal 2017-18, the domestic market size of plastic products hit BDT 25,000 crore, according to the Bangladesh Plastic Goods Manufacturers and Export Association (BPGMEA). Plastic exports rose 31 percent year-on-year to USD 117 million last fiscal year, according to data from the Export Promotion Bureau. Bangladesh currently manufactures 142 plastic items and the number is increasing by the day. The country mainly exports intermediate products like film plastic, household items and garment accessories to the US, Canada, the Europe, China, India and Nepal. Bangladesh has only 0.6 percent share of the USD 546 billion global plastic market. The BPGMEA has set a target to occupy 3 percent of the global market by 2030 and the government is providing 10 percent cash incentive to the exporters. As of now, total investment in the sector is around BDT 20,550 crore. The plastic sector is the 12th highest earning export sector in Bangladesh.

Bicycle industry shows promise as export earnings grow

Bangladesh's bicycle industry, an emerging export sector, has huge potential in the global market as export earnings are growing by around 9 per cent per year. As of 2016, Bangladesh had a market share of 11 per cent in the bicycle industry in the European Union (EU) countries and the country is the third largest exporter. During the first eight months (July–February) of the 2017–18 fiscal year, Bangladesh earned nearly USD 57 million by exporting bicycles, especially to the EU market. During the same period in the 2016–17 financial year, the earnings totaled USD 52.54 million. The growth rate is approximately 9 per cent compared to the previous year. Bangladeshi bicycles are exported to 18 countries, including the UK, the Netherlands, Germany, Italy, Greece, Ireland, Belgium, Denmark, Australia and Portugal. Industry people and analysts have said the country has the capacity to earn nearly BDT. 1,000–1,500 crore from bicycle exports within a couple of years, if the import duty on cycle raw materials is reduced.

Drug makers' profits soar



Most listed pharmaceuticals companies saw their profits swell in 2017, thanks to higher expense on healthcare. Of the 15 listed pharmaceutical companies, 11

announced an increase in profits. Beacon Pharmaceuticals saw its profits soar 79.31 percent year-on-year to BDT 12 crore in 2017, according to Prime Finance Asset Management. Pharma Aids and Libra Infusions were in second and third positions respectively in terms of profit growth. Square, Beximco, and Ibn Sina also logged in double-digit profit growth last year. The local market of Bangladesh is a very big and going to be bigger with the increase of net income of people. In 2010, per capita healthcare expense in Bangladesh was USD 23, which rose to USD 37 in 2015, according to World Bank statistics. Bangladesh's pharmaceuticals market doubled between 2012 and 2017. In 2012, the market size stood at BDT 9,390.4 crore and rose to BDT 18,755.6 crore in 2017, according to IMS Health Care Report 2017.

BPO sector grows by 19 times in 5 years



Riding on a huge growth wave for a couple of years, the income of the business process outsourcing (BPO) sector in Bangladesh rose by more than 24 per cent year on year to about USD 230 million in 2017. In 2009, only around 300 people used to work in this industry. Now, after nine years, around 40,000 people are working in some 120 companies in the BPO sector, Towhid Hossain, secretary general of the Bangladesh Association of Call Centre and Outsourcing, told The Independent. On average, 20,000 to 25,000 people are employed in this sector every year. In 2017, the earnings were USD 230 million, up from USD 160 million in 2016. Muntaqim BPO Services Ltd provides accounting services to small and medium-sized businesses and individual taxpayers. Digicon Technologies Ltd is another foremost outsourcing organization in Bangladesh, leading in BPO and IT solutions.

BD economy to grow 7.0pc in FY18: ADB





Bangladesh economy is likely to grow by 7.0 per cent in the current fiscal year, according to the latest projection of the Asian Development Bank (ADB). The Manila-based international lender organisation also projected that annual inflation rate may reach at 6.10 per cent in FY18. The Asian Development Outlook (ADO-2018), released today across the region, unveiled the latest projection. GDP growth is expected to moderate to 7.0% in FY2018 as consumption demand slackens despite a rebound in worker remittances, said the ADO. Remittance beneficiaries are likely to adopt a cautious approach to spending, repaying debt incurred in recent years of remittance declines, it added. The World Bank, however, strongly differed with the BBS estimation and mentioned that the growth may stand at 6.50 per cent. Analysing the current trend of Bangladesh economy, the ADB pointed out that private investment would edge up with support from an accommodative credit policy, and public investment would expand as the 'authorities seek to speed the implementation of infrastructure projects'. The ADB also forecast the GDP growth for Bangladesh at 7.2 per cent in the next fiscal year (FY19).

Economy to grow at 6.5pc in this fiscal, says WB



The World Bank has expressed its doubt over the Bangladesh's 7.65 per cent economic growth projection for the current fiscal year (FY) raising questions about data accuracy. The robust growth projection for the current fiscal is doubtful as some government statistics doesn't match with it (projection), said the bank's lead economist in Dhaka Zahid Hussain. The Bangladesh Bureau of Statistics, the state statistical agency, has recently said that Bangladesh's gross domestic product (GDP) is expected to grow at 7.65 per cent rate in the current financial year 2017-18, which is even higher than its 7.5 per cent target. In contrast, the Washington-based lender said that Bangladesh's GDP growth is expected to grow at 6.5 per cent rate in the current FY2018. The WB economist said the service sector growth rate had declined to 6.3 per cent in the current FY2018 from 6.7 per cent in FY2017, its employment rose by 1.76 million or nearly 8.0 per cent in the current fiscal. He said that the BBS has showed a 7.0-8.0 per cent per capita consumption growth in the current fiscal, although it was recorded at 1.4 per cent on an average between 2010 and FY2017.

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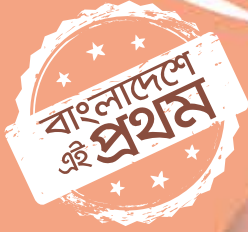


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প্রিভিলেজ

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ওয়েব/অ্যাপ থেকে
ক্রয়ের উপর থাকছে
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ব্যবহার করা যাবে

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BAGD M

Chaldal

pickaboo



HONORABLE SPEAKER HANDS OVER A CHEQUE TO MTB WOMEN ENTREPRENEUR



Bangladesh Bank (BB), in association with banks and NBFIs, organized a “Banker–SME Women Entrepreneur Conference and Product Display Fair-2018” at the Bangladesh Shishu Academy on Thursday, March 08, 2018.

Dr. Shirin Sharmin Chaudhury, Honorable Speaker of Parliament of Bangladesh, is seen handing over a cheque to a women entrepreneur, Shabana Akter. Ms. Akter is the owner of Subin Dental Care and a valued client of Mutual Trust Bank Limited (MTB).

Fazle Kabir, Governor, Bangladesh Bank, Tarek Reaz Khan, Head of SME & Retail Banking, MTB along with senior officials are seen in the photo.

MTB FINANCES WOMEN'S DEVELOPMENT CENTRE IN BHOLA

MTB, under its Corporate Social Responsibility (CSR) initiative, extended financial support to establish Char Patila Health Care and Women's Development Centre with Management and Resources Development Initiative (MRDI) in collaboration with Unnayan Dhara Trust, the implementing partner at Char Kukri Mukri Union, Char Fasson Upazila, Bhola 8300. The centre was inaugurated on Saturday, April 07, 2018.



Meher Afroz Chumki, Honorable State Minister for Women and Children Affairs was the Chief Guest at the inauguration ceremony. The special guests were Abdullah Al Islam Jacob, Honorable Deputy Minister, Environment & Forest and Md. Hashem Chowdhury, Additional Managing Director & Chief Operating Officer (COO), MTB. Hasibur Rahman, Executive Director, MRDI and Md. Abul Hashem Mohajan, Chairman, Char Kukri Mukri Union council were also present.

MTB INKS DEAL WITH BANGLADESH BRAND FORUM



MTB signed an agreement with Bangladesh Brand Forum at a simple ceremony held at the Corporate Head Office, MTB Centre, Gulshan 1, Dhaka 1212 on November 23, 2017 for providing exclusive payroll banking services to the employees of Bangladesh Brand Forum.

Nazia Andaleeb Preema, Director, Bangladesh Brand Forum and Syed Rafiqul Haq, Deputy Managing Director & Chief Business Officer (CBO), MTB signed the agreement on behalf of their respective organizations. Shariful Islam, Founder, Bangladesh

Brand Forum and Anis A. Khan, Managing Director & CEO, Tarek Reaz Khan, Head of SME & Retail Banking, Sultana Shikder Ahona, Head of Payroll Banking, MTB along with other senior officials from both the organizations were also present at the ceremony.

MTB INAUGURATES ITS MIRPUR-2 BRANCH



M. A. Rouf, JP, Chairman, MTB inaugurated the 113th branch of the bank on Monday, April 09, 2018 as the Chief Guest of the opening ceremony held at the premises of the new branch, located at Jawad Tower, Block D, Mirpur 2, Dhaka 1216. Md. Wakiluddin, Director, MTB graced the event as the Special Guest.

Anis A. Khan, Managing Director & CEO, Syed Rafiqul Haq, Deputy Managing Director and Chief Business Officer (CBO), Syed Rafiqul Hossain, SEVP & Head of Dhaka division branches, MTB and Ekhlasuddin Mollah, eminent politician, Alhaji Md. Mobasher Hossain Chowdhury, Ward Counselor, Ward 7, Humayun Rashid Jony, Ward Counselor, Ward 14, Dhaka North City Corporation, along with managers of nearby MTB branches, other MTB senior officials, dignitaries and prospective customers and people from different strata were present at the ceremony.

FAREWELL TO HEAD OF GROUP HR MD. NURUL ISLAM



Md. Nurul Islam, Head of Group Human Resource (HoGHR), MTB, a veteran of thirty nine years in the banking industry including more than seventeen (17) years at MTB retired on Saturday, April 07, 2018.

To say adieu to Islam, the eldest member, MTBians arranged a farewell event, which was attended by a large number of his colleagues. Speakers at the event recalled his dedicated and sincere services to MTB and conveyed their good wishes to him. Islam started his journey on May 04, 2000 at MTB, as a Vice President.

Starting his banking career as a Probationary Officer in Agrani Bank on January 1978, Islam worked for more than 22 years in various important executive positions upto Assistant General Manager level, until he joined MTB.



MTB OPENS AGENT BANKING CENTRE AT KABIRAJ HAT BIRGANJ, DINAJPUR



MTB inaugurated Agent Banking Centre at Kabirajhat, Birganj, Dinajpur 5220 on Thursday, March 15, 2018. Azam Khan, Group Chief Communications Officer and Madan Mahan Karmoker, Head of Agent Banking, MTB inaugurated the Centre at a simple ceremony.

MTB senior officials, managers of nearby MTB branches, local elite, leaders of local business associations, people from different strata also attended the inauguration ceremony.

As part of MTB's CSR program, twenty (20) Swapno Sarathi bicycles were distributed amongst the underprivileged and meritorious students from as many as eleven (11) schools and two (02) madrasahs at the region.

With the vision in heart, that, **Distance shall not be a hurdle to school goes**, MTB has been distributing "Swapno Sarathi" bicycles since 2015.



MTB OPENS AGENT BANKING CENTRE AT SHIBER BAZAR SYLHET SADAR, SYLHET

MTB inaugurated Agent Banking Centre at Shiber Bazar, Sylhet Sadar, Sylhet 3103 on Tuesday, March 20, 2018. Alhaj Md. Azir Uddin, Chairman, Hatkhula Union and Azam Khan, Group Chief Communications Officer, MTB jointly inaugurated the Centre at a simple ceremony.

Madan Mahan Karmoker, Head of Agent Banking, Joynal Abedin, Agent of Shiber Bazar Centre, along with MTB senior officials, managers of nearby MTB branches, local elite, leaders of local business associations, people from different strata also attended the inauguration ceremony.



MTB INKS DEAL WITH SCB BANGLADESH



মিউচুয়াল ট্রাস্ট ব্যাংক লিমিটেড
Mutual Trust Bank Ltd.
you can bank on us



MTB signed an agreement with Standard Chartered Bank (SCB) Bangladesh at a simple ceremony held at its Corporate Head Office, MTB Centre, Gulshan 1, Dhaka 1212 on February 10, 2018. Under this agreement, MTB will provide support for card acquiring service to the valued corporate clients of SCB.

Anis A. Khan, Managing Director & CEO, MTB and Naser Ezaz Bijoy, Chief Executive Officer, SCB signed the agreement on behalf of their respective organizations. Muhit Rahman, Managing Director & Head of Financial Institutions, Mahbulul Islam Mazumder, Director & Head of Cash Management, Shanawaz Rouf, Director, Cash Products, SCB and Md. Hashem Chowdhury, Additional Managing Director & Chief Operating Officer (COO), Syed Rafiqul Haq, Deputy Managing Director & Chief Business Officer (CBO), Tarek Reaz Khan, Head of SME & Retail Banking, Mohammad Anwar Hossain, Head of Cards, MTB, along with other senior officials from both the organizations were also present at the ceremony.

MTB CELEBRATES INTERNATIONAL WOMEN'S DAY 2018



MTB celebrated the International Women's Day 2018 on Thursday, March 08, 2018 at the Samson H. Chowdhury Auditorium, MTB Tower, 111 Kazi Nazrul Islam Avenue, Dhaka 1000. MTB observed the day this year with the theme, **# PressforProgress**, which focuses on women in the changing world of work.

Rupali Chowdhury, Managing Director, Berger Paints Bangladesh Limited and Sangita Ahmed, Senior Vice President, Bangladesh Women Chamber of Commerce & Industry and Director, Agrani Bank Limited graced the day as Guests of Honor.



The event was attended by Syed Manzur Elahi, Founding Chairman, Anwarul Amin, Independent Director and Anis A. Khan Managing Director & CEO, MTB. The colorful event was made lively with the participation of female MTBians of the Corporate Head Office and branches.

NATIONAL NEWS

Luna Shamsuddoha, First Female Chairman for a State Bank



Luna Shamsuddoha, a prominent ICT entrepreneur, recently took over as the Chairman of Janata Bank Limited (JBL), being the first woman Chairman of any state-owned bank in the country. Since June 2016, she has been a member of the board of directors of JBL. She also served, from 2009 to 2012, as a member of the board of directors of Agrani Bank Limited, another state-owned lender. Luna is the Chairman of Dohatec New Media and Managing Director of Global Voice Telecommunications Limited.

New AMD for UCB



Mohammad Mamdudur Rashid has recently been appointed as Additional Managing Director of United Commercial Bank Limited (UCB). Prior to the appointment, he was the Additional Managing Director and head of wholesale

banking, BRAC Bank Limited. Rashid served Citibank in Australia and New Zealand. He also worked as Chief Operating Officer of Citibank, Bangladesh.

Premier Bank gets new AMD



Abdul Jabbar Choudhury has been appointed as Additional Managing Director of Premier Bank Limited recently. Earlier, he held the position of Deputy Managing Director of United Commercial Bank Limited. During his long

banking career, he worked in general banking, foreign exchanges, credit, legal and recovery divisions of different banks.

New DMD for Shahjalal Islami Bank



Shahjalal Islami Bank Limited has recently appointed Mian Quamrul Hasan Chowdhury as Deputy Managing Director. He started his banking career with Bangladesh Bank as an Assistant Director in 1993. Later, he joined United

Commercial Bank Limited as Senior Vice President in 2008.

BB gets new Deputy Governor



Ahmed Jamal has recently been promoted as Deputy Governor of Bangladesh Bank. Prior to his promotion, he held the position of Executive Director since May 12, 2012. Jamal joined the central bank as an Assistant Director in 1984.

Prime Bank gets new AMD



Habibur Rahman has been promoted to the position of Additional Managing Director of Prime Bank Limited. Prior to his promotion, he held the position of Deputy Managing Director of the same bank. He started his banking

career with AB Bank Limited in 1985. In 1986, Rahman joined central bank as Assistant Director. He worked there for long 20 years. Later, he joined Prime Bank Limited in the year 2006.

City Bank's new DMD



Mohammad Mahbubur Rahman has recently been promoted as Deputy Managing Director of The City Bank Limited. Prior to his promotion, he held the position of Chief Financial Officer of the bank. Mahbub earlier served the World

Bank as the financial management specialist for South Asia. He also worked with Leads Corporation as chief financial officer and Grameenphone in various capacities including head of revenue accounting.

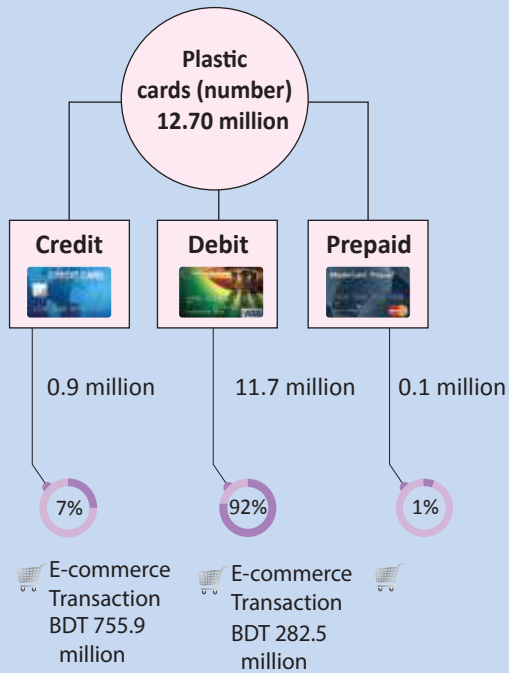
UCB gets new DMD



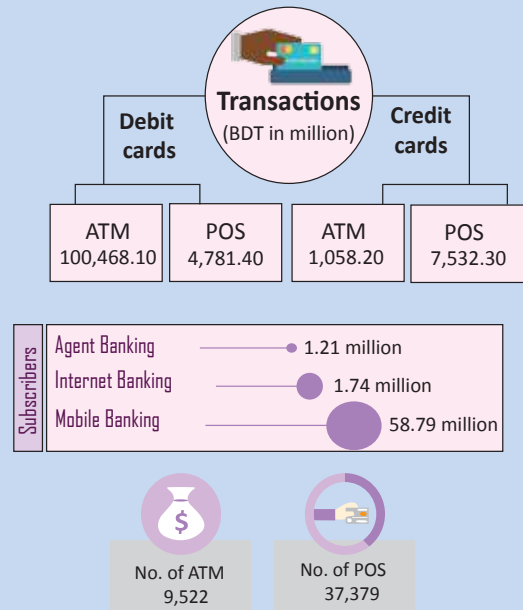
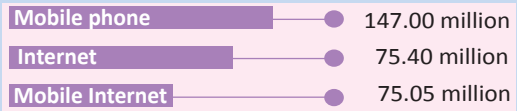
Nabil Mustafizur Rahman joined United Commercial Bank Limited (UCB) as Deputy Managing Director. Prior to joining UCB, he was the Chief Executive Officer of Transbanga Group. He also worked with BRAC Bank Limited as

Deputy Managing Director and Chief Risk Officer. Nabil started his career in Hong Kong and worked in different general management roles with BRAC Bank Limited, SCB, HSBC, AB Bank Limited, IPDC of Bangladesh, Credit Agricole Indosuez, ANZ Grindlays Bank and Beximco Group.

Digital Payments

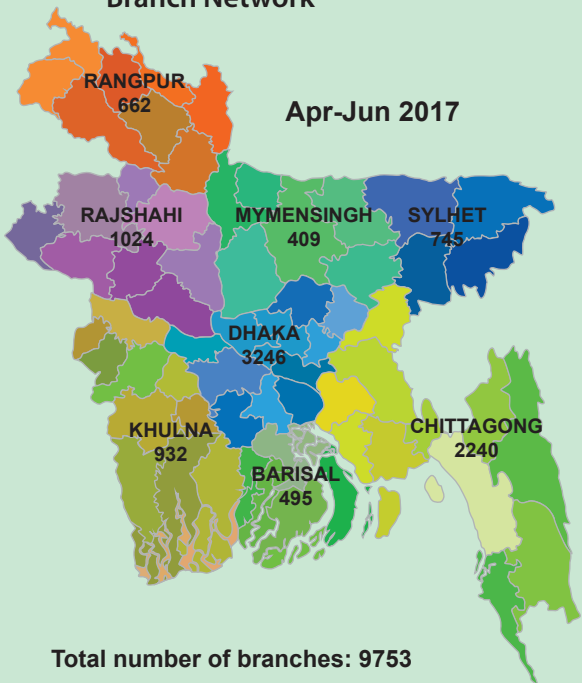


Number of Subscribers

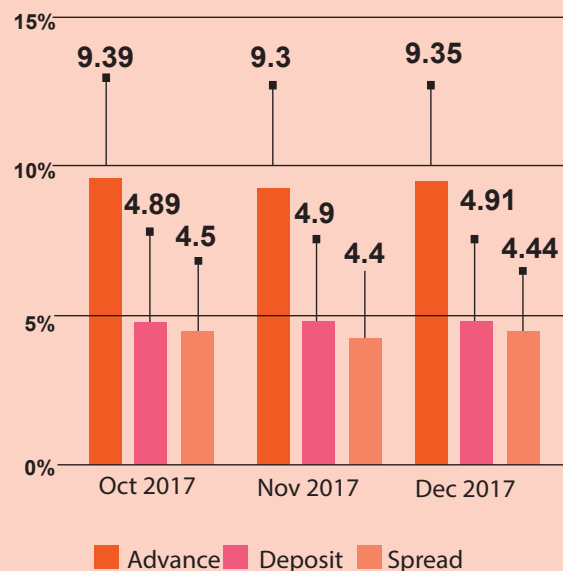


Source: Bangladesh Bank, Dec 2017; BTRC, Jan 2018

Scheduled Banks Branch Network



Industry Rates Deposit - Advance - Spread



Source: Bangladesh Bank

Global



Rice
USD 430.00 / metric ton
March 2018



Palm Oil
USD 681.00 metric ton
March 2018



Sugar
USD 545.20 / metric ton
March 2018



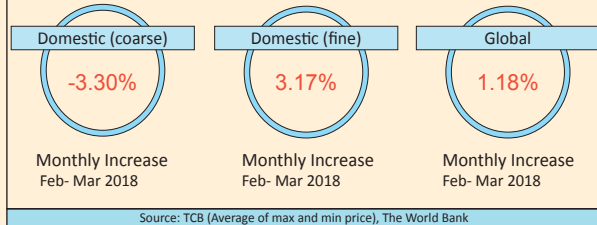
Soybean Oil
USD 834.00 / metric ton
March 2018

Source: The World Bank

Weekly Rice BDT/KG

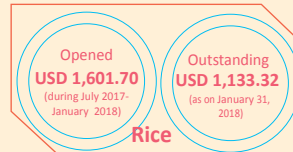
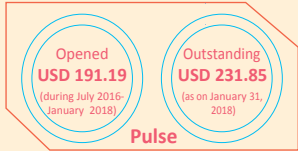
Year 2018	Mar 30	Mar 31	Apr 01	Apr 02	Apr 03	Apr 04	Apr 05
Rate (Avg.)	44.00	44.00	44.00	44.00	44.00	44.00	44.00

Monthly Price Change (%)



Source: TCB (Average of max and min price), The World Bank

Import L/C (in million) Bangladesh



Source: Bangladesh Bank



Domestic



Rice (fine)
BDT 65.00 per kg
March 2018



Palm Oil
BDT 71.00 per kg
March 2018



Sugar
BDT 57.30 per kg
March 2018



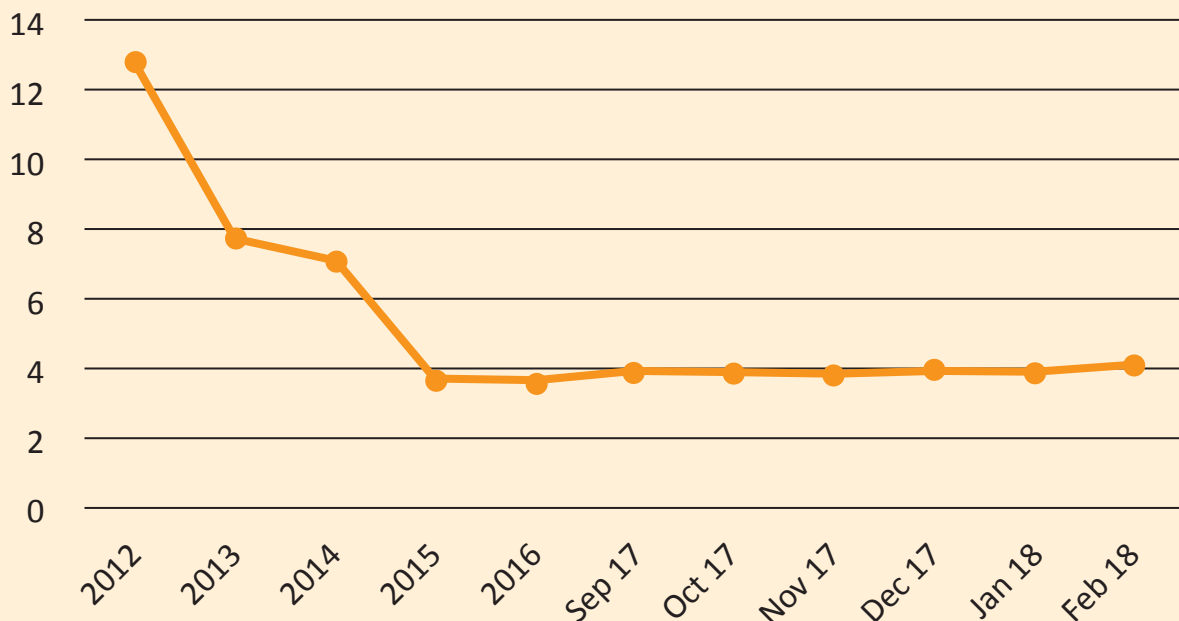
Rice (coarse)
BDT 44.35 per kg
March 2018



Soybean Oil
BDT 86.50 per kg
March 2018

Source: TCB (Average of max and min price)

Call Money Market



POWER SECTOR OF BANGLADESH AT A GLANCE (Feb 2018)



Generation Capacity
Public Sector **56%**
Private Sector **44%**



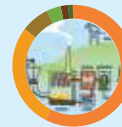
Distribution Loss
9.98%
(June 2017)



Per Capita
Generation
433 kWh



Distribution Line
4,20,000 km



Generation Capacity
16,046 MW



Access to
Electricity
90%



Transmission Line
10,680
Circuit Kilometer



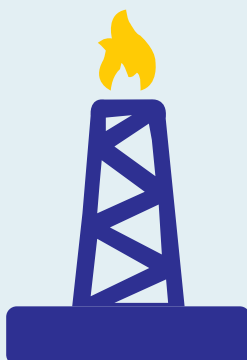
LPG

Liquefied petroleum gas (LPG)	2015	2014	
LPG Production (BPC)	18000	18000	Metric Ton

Import (in million BDT)	2016-17	2015-16	Growth
Petroleum gases & other gaseous hydrocarbons	14,053	6,755	108%

Source: United Nations; Bangladesh Bank

Natural Gas Reserve & Production at a glance, October 2017



Bcf (Billion cubic feet)

Gas Initially in Place (GIIP) **35,796.19**

Recoverable (2P) **28,523.40**

Cumulative Production as of November 2017 **15,412.01**

Remaining Reserve upto November 2017 **13,111.39**

Gas Production in November 2017 **83.28 Bcf**

National Oil Company (NOC's) production **39.05%**

International Oil Company (IOC's) production **60.95%**

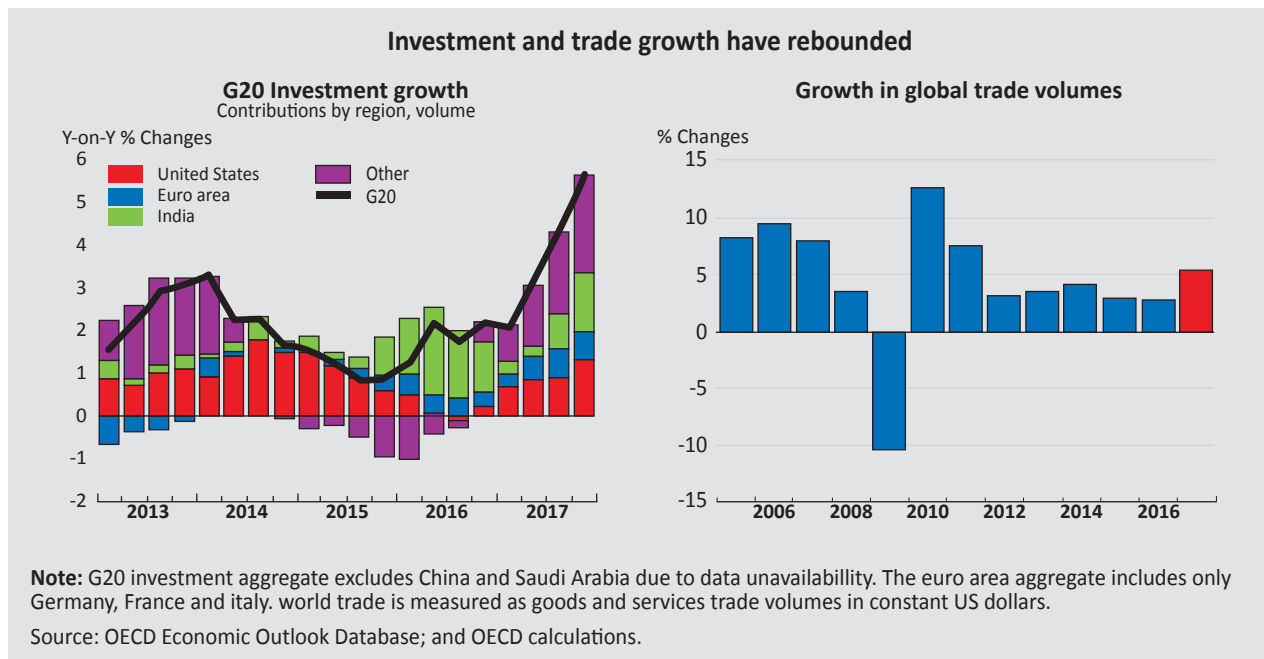
Source: Ministry of Energy and Mineral Resources



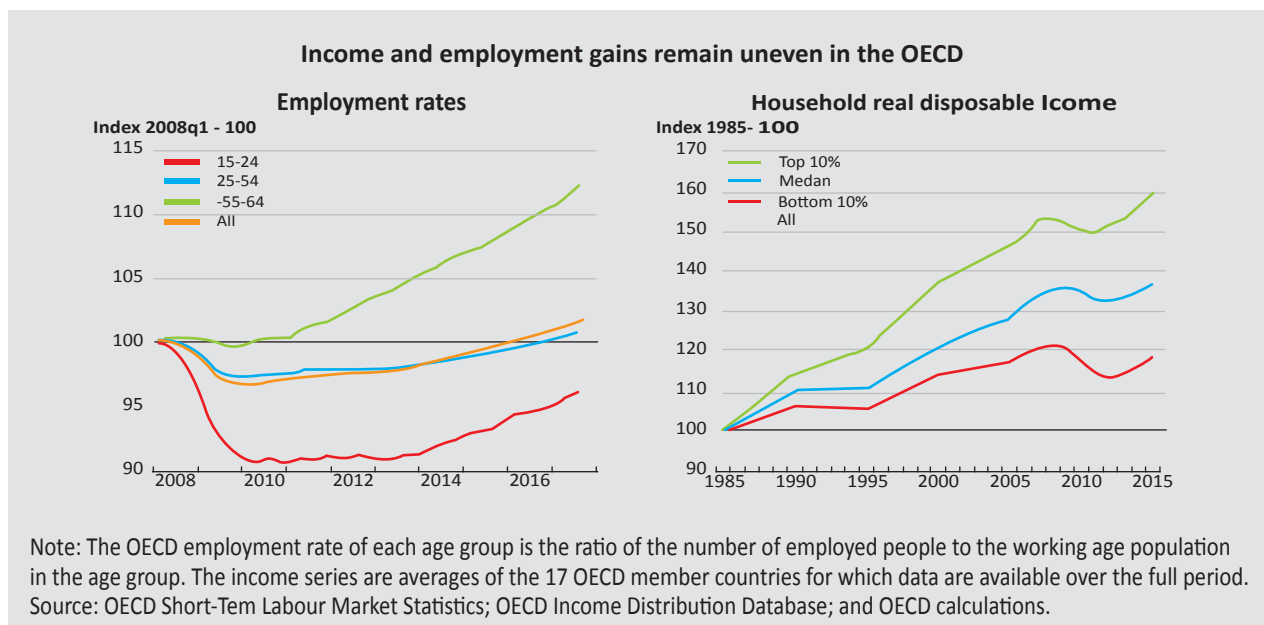
INTERNATIONAL NEWS

GETTING STRONGER, BUT TENSIONS ARE RISING_OECD

Global GDP growth is estimated to have been 3.7% in 2017, the strongest outcome since 2011, with positive growth surprises in the euro area, China, Turkey and Brazil. Industrial production, investment and trade growth have rebounded, with global trade growth reaching an estimated 5% per cent in 2017, and business and consumer confidence remain elevated. Improved cyclical conditions are now being reflected in commodity markets and in labour markets.



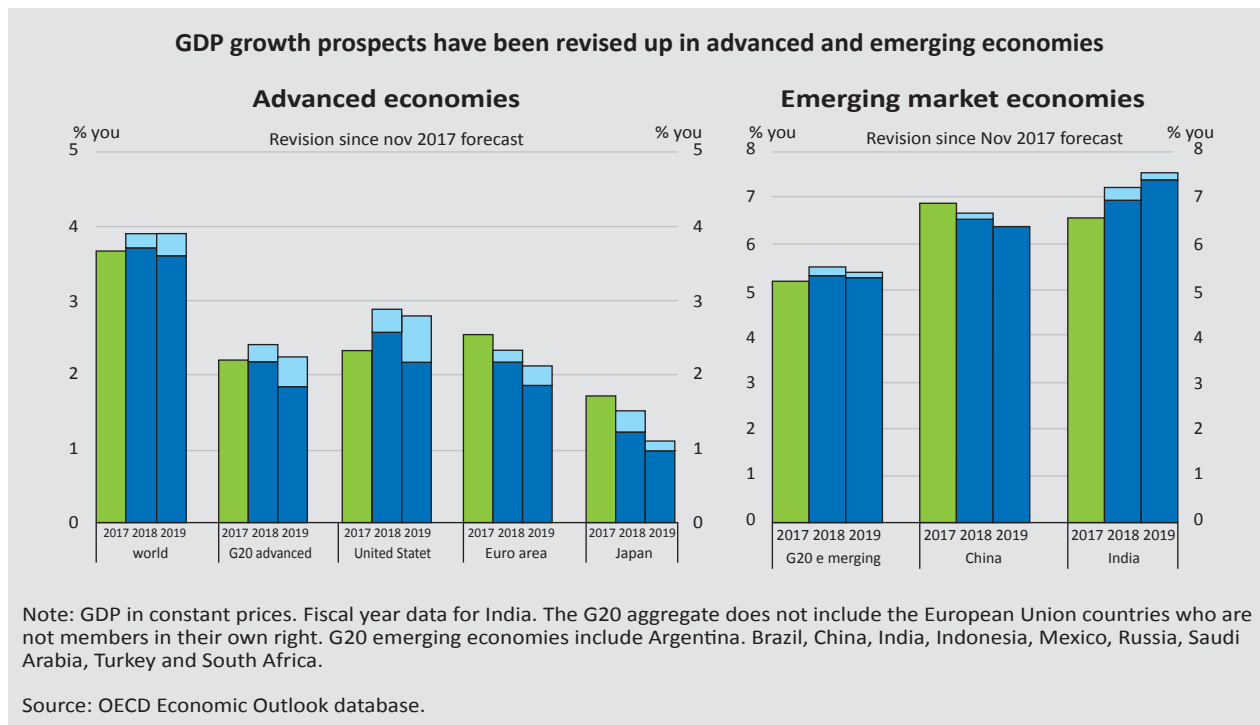
Stronger GDP growth is being accompanied by solid job creation, with the OECD-wide unemployment rate having finally fallen below the pre-crisis level. Even so, the recovery in employment remains uneven; the employment rates of older workers (aged 55 and above) have risen sharply in recent years, but prime-age and youth employment rates are only at, or still below, pre-crisis levels in many countries, including the United States.



Labour markets have become more polarised, with a decline in the share of middle-skill jobs relative to jobs with higher or lower skill levels. Despite steady declines in unemployment, wage growth generally remains weak, contributing to popular dissatisfaction with economic performance. Many households have seen little growth in real disposable incomes over the past decade, particularly those with low incomes.

Growth is set to strengthen further in the next two years

The world economy will continue to strengthen over the next two years, with global GDP growth projected to reach almost 4% in both 2018 and 2019. Growth in the United States, Germany, France, Mexico, Turkey and South Africa is projected to be significantly more robust than previously anticipated, with smaller upward revisions in most other G20 economies. The tax reductions and public spending increases announced over the past three months in the United States, together with a substantially easier fiscal stance in Germany, are key factors behind the upward revision to global growth prospects in 2018 and 2019. Ongoing improvements in business investment in the major economies should be reflected stronger global trade growth. Prospects for investment are also somewhat stronger than previously expected in commodity-producing economies, reflecting the higher level of global commodity prices.



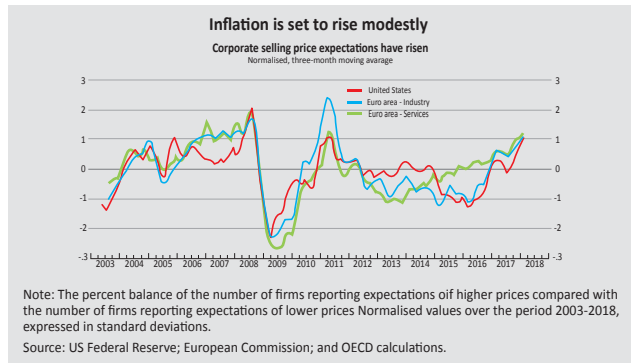
Key features of the projections in the G20 economies are:

- In the United States, GDP growth is projected to pick up to between 2¾-3 per cent over 2018-19. Tax reductions and higher government expenditure reinforce the momentum in domestic demand from strong confidence, solid job creation, past gains in household wealth and the rebound in oil production. Taken together, the new US fiscal measures could add between ½-¾ percentage point to US GDP growth both this year and next, with modest positive demand spillovers for other economies (see Box). Gradual monetary policy normalisation is set to

continue, bringing higher long-term interest rates, as the labour market tightens further and wage growth and inflationary pressures pick up.

- Growth in the euro area is set to remain robust and broad-based at between 2-2½ per cent over 2018-19. Accommodative monetary and fiscal policies, improving labour markets and high levels of business and consumer confidence are all helping to boost demand. Investment is also becoming increasingly supportive, on the back of strong global demand and favourable financing conditions. Growth is set to remain solid in Germany, helped by additional fiscal easing projected in both 2018 and 2019, and France, helped by the impact of recent reforms, but is set to continue at a more moderate pace in Italy.

- Growth surprised on the upside in China in 2017, helped by a strong rebound in exports, but is set to soften to just below 6½ per cent by 2019. Macroeconomic and regulatory policies are gradually becoming more restrictive, the working age population is now declining and credit conditions are less expansionary. Regulatory efforts are continuing to reduce financial risks, deal with overcapacity in some sectors and improve environmental quality. Fiscal policy is now broadly neutral, but additional measures could be implemented if output growth were to slow more sharply.



- GDP growth in Japan is set to remain at around 1½ per cent in 2018 before easing to around 1% in 2019, supported by improved export growth, especially in Asian markets, and the additional spending announced in the recent supplementary budget. Strong corporate profitability should continue to underpin the recovery in business investment, but private consumption is likely to remain subdued if wage and income growth is modest. The global trade rebound, particularly for semi-conductors, is also helping to support demand in Korea. GDP growth is projected to remain around 3% over 2018-19, with the higher minimum wage and stronger social welfare spending supporting household incomes and spending.
- GDP growth in the United Kingdom is projected to ease to a little over 1¼ per cent this year and 1% in 2019. High inflation continues to damp real household income growth and consumer spending, and business investment is slowing, amidst continued uncertainty about the future relationship between the United Kingdom and the European Union.¹
- GDP growth in Canada is projected to soften to around 2¼ per cent in 2018 and 2% in 2019. Macroeconomic policies are gradually becoming less accommodative, but private consumption remains robust, strong employment growth is beginning to be reflected in wages, and firmer commodity prices should boost business investment. Strong commodity demand is also benefitting Australia, with GDP growth projected to pick up to around 3% over 2018-19. Non-mining and infrastructure investment have strengthened, and improved terms of trade and solid job creation provide support for household incomes, despite still modest wage growth.
- In Mexico, fiscal and monetary policies are relatively tight, but strong global demand growth, resilient private consumption and reconstruction spending are all projected to support output growth in 2018-19.
- Robust domestic demand growth is projected to help underpin growth in India, Indonesia and Turkey over 2018-19. Growth in Turkey is projected to moderate from the exceptionally rapid pace seen in 2017 as government stimulus measures fade, but could remain at around 5% over 2018-19 given strong labour force growth and improved external demand. GDP growth is expected to strengthen in India to around 7¼ per cent and 7½ per cent in FY 2018 and FY 2019 respectively, with strong private investment growth driving the rebound from the transitory effects of demonetisation and the introduction of the Goods and Services Tax. GDP growth is also expected to increase gradually in Indonesia over 2018-19, helped by strong infrastructure investment and the improving regulatory environment.
- The resumption of growth in a number of other major emerging commodity-producing economies, including Argentina, Brazil, Russia and South Africa, is now supporting the global upturn. Moderate growth resumed in Brazil and Russia in 2017, and is projected to continue in 2018-19, with activity supported by monetary policy easing, improved sentiment and firmer commodity prices. Improving confidence, and strong reform momentum should help to underpin growth in South Africa and Argentina respectively, despite planned fiscal restraint.

Nonetheless, the rise in inflation appears likely to remain modest. Soft productivity growth, past low inflation, and compositional effects, such as the shift towards part-time work and the rising employment of lower-skilled workers, continue to check wage growth. Declines in unemployment also overstate the pace at which many national labour markets are tightening, given high involuntary part-time work in some and the scope for reforms to encourage more people to participate in the labour force. Inflation developments also appear to have become less sensitive to fluctuations in economic slack over time.

INTERNATIONAL NEWS



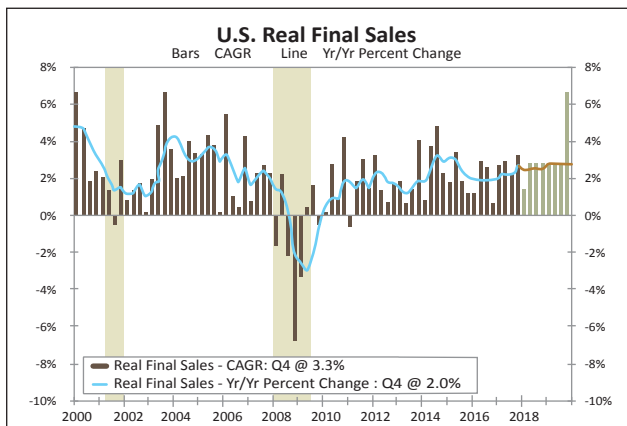
U.S. Overview

Inflation Alters the Path to Point B

This month an increase in inflation expectations is the central theme. Compared to February, the new outlook anticipates a slight upswing in the pace of total and core PCE deflator measures of inflation. Higher inflation translates into a fourth increase in the funds rate this year. In the economy, real final sales has downshifted to a 2.5 percent growth rate from 2.8 percent, reflecting lower expectations for consumer spending and residential investment. Moreover, federal deficit estimates have moved up in 2018 and 2019. To restate our view, the “cautious tale” we highlighted in our Annual Outlook for 2018 is playing out, as both higher inflation and interest rates will subtract from the forward momentum in the economy.

Alterations in expectations for growth (see real final sales below), inflation and interest rates continue to lead to volatility in the financial markets. We remain cautious also on the seasonality problem that has plagued first quarter GDP estimates to be released in April.

Long-term rates have moved, as the additional problem of Treasury debt supply and demand confronts the market going forward. This tension is a major concern. With the Fed focused on raising short-term rates, the Fed’s reduction of the balance sheet and the upswing in Treasury finance estimates will put an upward bias to long-term rates. In terms of corporate profits, a rising interest rate environment and a tight labor market cause us to project trend like growth into 2019. However, this may well be below market expectations.



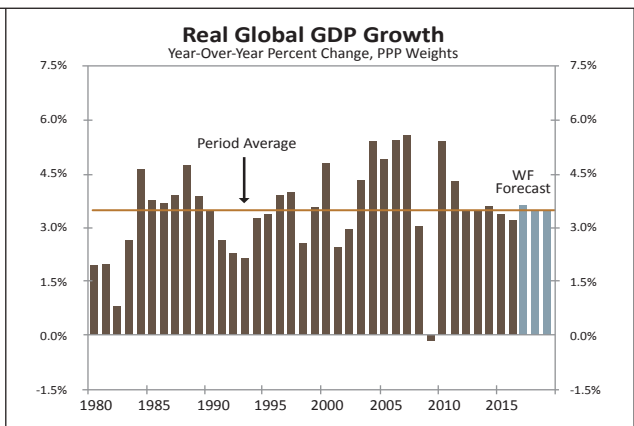
International Overview

The Weight of the World Is a Lighter Burden

There is never a time without risk, but unlike much of the past decade, the global economy, at least for the moment, is not hindered by a major and obvious negative from abroad. In the early years that followed the global slowdown of 2009, there were worries about the sovereign debt crisis in Europe in 2010 and the double-dip recession that followed in 2011. Then came concerns about a significant moderation in the pace of GDP growth in China from 2010 to 2014, and the negative knock-on effects that it had on emerging market economies across the world. After oil prices peaked in 2014, the steep drops in oil and commodity prices presented a major drag to commodity-reliant economies like Russia and, to a lesser extent, Canada in 2015 and 2016.

With no major economy going through that type of turmoil more recently, there has been a broad pick-up in economic activity the world over. We now estimate that global GDP grew 3.6 percent in 2017. We look for the global economy to expand roughly 3.5 percent this year and in 2019.

This is no time for complacency. While the global economy may be enjoying a respite from the challenges it has faced over the past decade, there clearly are a number of geopolitical events and protectionist trade policies that could raise risk aversion in financial markets and be disruptive to the business sector. A similar outcome could result if central banks become too aggressive in their removal of policy accommodation. Barring any of that, the weight of the world is a lighter burden.



Source: International Monetary fund, U.S Department of commerce and Wells Fargo Securities

Together we'll go far





Eurocheque Scheme: A European payment scheme in which a person can use eurocheques and a guarantee card where the EC sign is displayed to purchase goods and obtain cash in the local currency of a European country outside his/her country of residence. The eurocheque is debited from the person's current account after currency conversion.

Fill or kill: An order that must be filled completely or eliminated. Example: The client gives the broker a fill or kill order for 500 shares in AT&T for a maximum share price of \$50. This means that the broker is not allowed to make a purchase unless he can fill the whole order for a share price of \$50 or less. If less than 500 shares is available when the price reaches \$50 or below, the broker doesn't buy any shares.

Gearing ratio: In finance, the gearing ratio shows how encumbered a company is with debt. It will tell you how large the net debt is in relation to the equity capital. Example #1: This company has a gearing of 65%. That means that the net debt is 65% of the equity capital. Example #2: The net debt is €2 million and the equity capital is €3 million. The gearing ratio is therefore roughly 67%. A highly geared company is a company heavily encumbered with debt.

Iron butterfly: In finance, the iron butterfly is an option strategy that contains four options and involves both a a long (or short) straddle, and a short (or long) combination. It has limited risk and limited profit potential.

Expected family contribution: A calculation representing the amount of money that a student and his or her parents will be expected to contribute to education costs in a given year. The expected family contribution is determined from information provided in the Free Application for Federal Student Aid.

Final dividend: End of year dividend. It is announced by the company together with the full-year results. In the United Kingdom, dividend paying share companies will typically pay dividends twice a year. The end of year dividend (final dividend) is normally larger than the interim dividend.

Gearing: Gearing is a term that tells you if a company is leveraged or not. It compares the company net debt to its equity capital. This shows you how much debt to company has taken on to leverage higher growth.

JAJO: In finance, JAJO is an acronym for January, April, July and October. JAJO is one of several available option cycles; a pattern of months in which options contracts expire. Examples of alternatives to the JAJO option cycle is MJSD (March, June, September, December) and FMAN (February, May, August, November). On a separate note, many stock companies that pay dividends announce their dividends in the months of JAJO.





বাড়ি থেকে বাড়তি আয়

নিজের জমিতে আধাপাকা বাড়ি
বানানোর জন্য ঋণ সুবিধা

- ঋণের পরিমাণ: আকর্ষণীয় সুদে সর্বনিম্ন ৩ লাখ থেকে সর্বোচ্চ ৪০ লাখ টাকা পর্যন্ত
- ঋণের সময়সীমা: সর্বনিম্ন ২ বছর থেকে সর্বোচ্চ ১৫ বছর

*শর্ত প্রযোজ্য

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